

A CAHNNERS PUBLICATION

DATAMATION

FOR CORPORATE COMPUTING PROFESSIONALS WORLDWIDE

FEBRUARY 1, 1992

Donal O'Shea,
president & CEO,
Servio Corp.,
with GeODE, object-oriented
software

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PCs Tool Up For Hypertext 35

BY LEE THÉ Although they're no panacea, today's new PC-based hypertext tools can help breathe new life into seldom-used paper and electronic documents.

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Wireless Works, Within Limits 38

BY SUSAN KERR Wireless LANs can solve cabling costs for work groups, but lack of standards and performance limits lurk as potential problems.

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Power-Packed OS/2 Tools For LANs 43

BY PAUL PINELLA Just in time for OS/2 2.0, along comes a crew of hard-working client/server programming tools that mean business.

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Showtime For The NCR 3600 50

BY DWIGHT B. DAVIS Positioned as a general-purpose mainframe-class machine, NCR's new massively parallel computer must prove that it can live up to all the hype.



NCR's Lambert has set a very aggressive schedule, page 50.

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Get Your CICS On OS/2 54

BY DWIGHT B. DAVIS The OS/2 version of CICS lets users off-load mainframe OLTP applications and develop new programs. But some holes remain in its feature suite.

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MARKET INSIGHTS

A SURVEY OF TECHNOLOGY TRENDS

Smart Users Find Telco Alternatives

BY WARREN CHILDS AND
KATHRYN A. TITO
Business Research Group

When it comes to connecting up voice and data networks to interexchange carriers, a strong minority of users are choosing to supplement or bypass entirely their local telecommunications companies and turn instead to alternate access providers. AAPs specialize in digital, nonswitched point-to-point local access to long-distance telecommunications carriers.

A recent survey by the Business Research Group has found that of 100 companies with large data-networking needs, 18% currently use AAPs for either voice or data applications. That's a healthy chunk considering the limited availability of AAP services.

When asked what criteria they used to decide whether to sign up for services from their local telephone company or from an AAP, respondents most frequently said cost of service (48%) and quality of service (39%).

In both of these areas, AAPs have an

advantage; they must be low priced to compete with the wide range of services available from the local telcos, and they can offer the high quality that comes with fiber-optic networks.

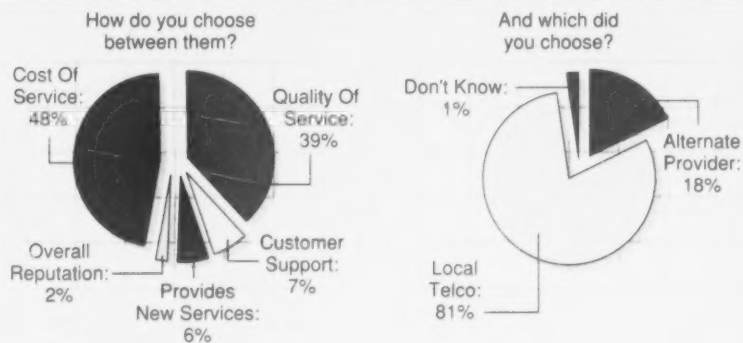
In addition, MIS managers are attracted to AAPs because their fiber-based metropolitan network services offer a way to link users' city locations on a high-bandwidth, all-digital system. AAPs also offer a low-cost way for users to diversify network routes by combining AAP and telco services. Route diversity offers a

safeguard should there be trouble on either the AAP or local telephone company network.

AAP fiber-based networks are now available in most major cities. Metropolitan Fiber Systems Inc. of Oakbrook Terrace, Ill., and Teleport Communications Group in Staten Island, N.Y., are the two leading AAP companies.

Local telephone companies are beginning to be hurt by the increase in the number of users bypassing their networks in favor of AAPs.

Local Telcos Versus Alternate Access Providers



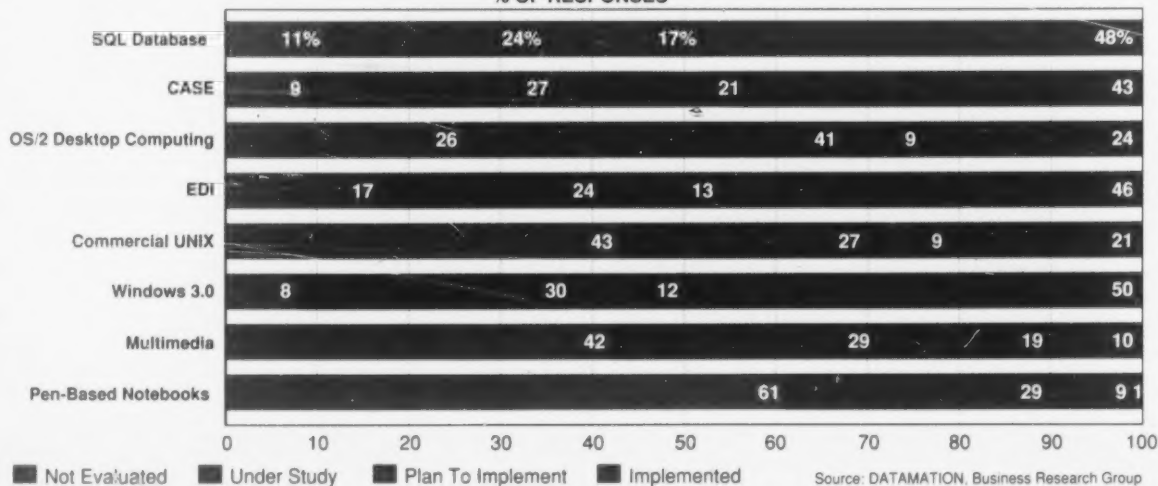
Note: multiple selections allowed

Source: Business Research Group

DATAMATION's Technology Implementation Index: Systems And Software

DATAMATION each month surveys a select group of its readers—the DATAMATION Technology Panel—to investigate the implementation of new technologies by key user organizations.

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Source: DATAMATION, Business Research Group

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